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INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Michigan

U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Michigan

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

READEX FICHE best copy available

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Michigan. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau of the Office of International Trade. Contributions were made by George States of the Detroit District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
515 Patrick V. McNamara Building
477 Michigan Avenue
Detroit, MI 48226
(313) 226-3625

U.S. Department of Commerce
International Trade Administration
1140 Patrick V. McNamara Building
477 Michigan Avenue
Detroit, MI 48226
(313) 226-3650

U.S. Department of Commerce
International Trade Administration
300 Monroe Avenue NW, Room 409
Grand Rapids, MI 49503
(616) 456-2411

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Michigan Department of Agriculture
611 W. Ottawa Street
P.O. Box 30017
Lansing, MI 48909
(517) 373-1050
Telex: 49-47458
Fax: 517-335-4607

The Department of Agriculture assists Michigan agricultural producers and distributors in exporting. It publishes the Michigan Agricultural Export Directory, which helps overseas buyers locate Michigan suppliers of agricultural products and equipment.

Michigan Department of Commerce
Marketing Development Services Division and
U.S. and International Division
525 W. Ottawa Street
Lansing, MI 48909
(517) 373-3140

Branch Office:
Executive Plaza Building, 11th Floor
1200 Sixth Street
Detroit, MI 48226
(313) 256-1970

The international activities of the Michigan Department of Commerce are divided and coordinated between two divisions. The Marketing Development Services Division is responsible for assisting Michigan businesses with exporting, while the U.S. and International Division is responsible for attracting new businesses to Michigan. The Michigan Department of Commerce sponsors trade shows and overseas trade missions, marketing Michigan products and services. It can help Michigan firms locate new markets and assist in the development of an export marketing plan. It can also provide export counseling and technical assistance with export procedures. The Department a helps with the establishment of joint ventures, and also promotes reverse investment. The Department of Commerce and the Michigan Department of Agriculture work together in export marketing of Michigan agricultural products.

The Michigan Department of Commerce maintains overseas offices in Brussels and Tokyo. In cooperation with Oakland University, it has produced the Michigan International Business Services Directory.

CITY AND LOCAL AGENCIES

Some city and local government agencies provide services designed to promote international trade in their areas. The following listing, divided by metropolitan area, presents these agencies and brief descriptions of their international trade services.

Ann Arbor

Washtenaw Development Council
3135 S. State Street, Suite 209
Ann Arbor, MI 48104
(313) 761-9317

Detroit

City of Detroit
Community & Economic Development Department
150 Michigan Avenue
Detroit, MI 48226
(313) 224-3880

Detroit Economic Growth Corporation
First National Bldg., Suite 600
Detroit, MI 48226
(313) 963-2940

Downriver Community Conference
Economic Development Office
15100 Northline Road
Southgate, MI 48195
(313) 281-0700

Macomb County Planning Commission
115 S. Groesbeck Highway
Mt. Clemens, MI 48043
(313) 469-5285

County of Oakland
Economic Development Group
1200 N. Telegraph Road
Pontiac, MI 48053
(313) 858-0732

Economic Development Corporation of Wayne County
38777 Six Mile Road, Suite 200
Livonia, MI 48152-2650
(313) 336-3306

Howell

Office of Livingston County
Economic Development Office
611 E. Grand River, Suite 309
Howell, MI 48843
(313) 227-5299

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

Detroit-Wayne County Port Authority
100 Renaissance Center, Suite 2020
Detroit, MI 48243
(313) 259-8077

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Adrian

Adrian College
110 S. Madison
Adrian, MI 49221
(517) 265-5161

Adrian College offers a business and international education program. It also has a special program with a focus on Asia.

Alma

Alma College
Alma, MI 48801
(517) 463-7247

Alma College offers a business degree with a concentration in international business, as well as language courses.

Ann Arbor

Eastern Michigan University
508 Pray-Harold
Ypsilanti, MI 48197
(313) 487-0323

Eastern Michigan offers courses in various aspects of international business.

University of Michigan
Ann Arbor, MI 48109

The University of Michigan has numerous programs and services of use to exporters. Foreign language courses are available for many languages. The **Center for Afroamerican and African Studies** (Tel:313/764-9168) offers consulting on cultural, political and economic conditions in African countries and regions, information on trade opportunities, contract research, liaison services, country orientations and translation services. The **Center for Chinese Studies** (313/764-6308) offers consulting, educational seminars, and translation services. The **Center for Japanese Studies** (313/764-6307) offers area training, language instruction and translation services. The **Center for Near Eastern and Northern African Studies** (313/764-0350) offers training and research services. The **Center for Russian and East European Studies** (313/764-0351) offers seminars and lectures on East-West trade issues, briefings on the Soviet Union and Eastern Europe, and translation services. Guides and translators are available to accompany delegations or business groups on trips. The **Center for South and Southeast Asian Studies**, Business and International Education Program (313/764-0352) offers a joint MA/MBA degree in business administration and Southeast Asia studies. The Center also conducts briefings and provides materials on business in Southeast Asia.

The **Center for Research on Economic Development** (313/764-9490) performs research on economic development in Third World countries. The **Institute of Science & Technology**, Special Projects Division (313/763-9000) provides assistance in licensing and joint venture projects, and marketing assistance, including export marketing. It also conducts seminars on technology transfer. The **Division of Management Education** (313/763-4339) conducts seminars on international business management and international marketing. The **Graduate School of Business Administration** (313/764-1399) also conducts seminars on international marketing. The **International Center** (313/764-9312) provides business consulting and training, with an emphasis on international employee training. The **Michigan Information Transfer Source** at the Harlan Hatcher Graduate Library (313/763-5060; TWX: 810-223-6016) provides library research & reference services for businesses, as well as translation services.

Washtenaw Community College
Institute for Economic Development and Job Training
4800 E. Huron River Drive
P.O. Box D-1
Ann Arbor, MI 48106-0978
(313) 973-3352

Washtenaw Community College offers job training programs and continuing education services, including for international business.

Battle Creek

Kellogg Community College
450 North Avenue
Battle Creek, MI 49016
(616) 965-3931

Kellogg Community College offers instruction and training services for international trade, as well as language courses.

Olivet College
Olivet, MI 49076
(616) 749-7662

Olivet College offers consulting in various areas of international business management, including market research, international trade and finance, and accounting and taxation.

Detroit

Henry Ford Community College
5101 Evergreen Road
Dearborn, MI 48128
(313) 271-0445

The College offers courses and seminars on international trade and business management.

Macomb Community College
14500 Twelve Mile Road
Warren, MI 48093
(313) 445-7346

Macomb Community College offers export training programs for small businesses; the programs can be tailor-made.

Marygrove College
8425 W. McNichols Road
Detroit, MI 48221
(313) 862-8000

Marygrove College offers a translators program.

Mercy College of Detroit
8200 W. Outer Drive
Detroit, MI 48219
(313) 592-6000

Mercy College offers courses, workshops and seminars in business management, including international trade.

Oakland Community College
2480 Opdyke Road
Box 812
Bloomfield Hills, MI 48013
(313) 540-1511

Oakland Community College offers courses in business management, including international trade, which can be offered at the company, as well as other management programs. The College also offers an associate degree in international commerce.

Oakland University
Rochester, MI 48063

Oakland University offers several programs of interest to exporters. The **Center for International Programs** (Tel:313/377-2154) provides various programs, including export consulting, cross-cultural training and foreign language instruction. The **Department of Modern Languages and Literature** (313/377-2060) offers foreign language instruction, including off-campus at a particular company, cross-cultural seminars for specific countries, and foreign language consulting. The **School of Economics and Management** (313/377-3289) offers programs in international business and management.

Schoolcraft College
18600 Haggerty Road
Livonia, MI 48152
(313) 591-6400

Schoolcraft College offers foreign language instruction, as well as customized programs and training for international trade.

University of Detroit
4001 W. McNichols
Detroit, MI 48221
(313) 927-1025

The University offers cross-cultural training and foreign language instruction. It also offers short legal education courses in commercial lending with international implications.

University of Michigan-Dearborn
4901 Evergreen
Dearborn, MI 48128
(313) 593-5000

The University of Michigan-Dearborn offers marketing, financial analysis and product development services. It also provides product testing and conducts economic forecasting.

Walsh College of Accountancy and Business Administration
3838 Livernois Road
Troy, MI 48084
(313) 689-8282

Walsh College provides seminars in accounting and business, including for international business, as well as degree programs in accountancy, taxation and business administration.

Wayne County Community College
801 W. Fort Street
Detroit, MI 48226
(313) 496-2810

The College offers special courses for various management and business subjects, including international business.

Wayne State University
Michigan Small Business Development Center
2727 Second Avenue
Detroit, MI 48201
(313) 577-4848

The Small Business Development Center (SBDC) network works in cooperation with the U.S. Small Business Administration to assist small and mid-sized businesses. An SBDC can provide in-depth management and technical assistance, counseling and training. Assistance in the area of international trade is available. There are branch SBDCs at universities and colleges throughout Michigan.

Wayne State University
School of Business Administration
Detroit, MI 48202
(313) 577-4493

Wayne State University offers international business programs supported by seminars, workshops and research projects.

Escanaba

Bay de Noc Community College
US 2 and 41 at Danforth Road
Escanaba, MI 49829
(906) 786-5802

Bay De Noc Community College offers customized management services and training programs.

Flint

GMI Engineering & Management Institute
1700 W. Third Avenue
Flint, MI 48502-2276
(313) 762-9811

The Institute offers marketing and business services.

Grand Rapids

Grand Valley State College
66 N. Division
Grand Rapids, MI 49503
(616) 242-6603

Grand Valley State College conducts conferences and seminars on international trade. It also offers international business courses.

Kalamazoo

Western Michigan University
Kalamazoo, MI 49008
(616) 383-0944

Western Michigan University provides consultants and speakers on international business and trade. It conducts briefings and workshops on international trade, as well as seminars abroad, such as "Business and Society in Japan," held in Tokyo. It also provides translation services.

Lansing

Lansing Community College
419 N. Capitol Avenue
P.O. Box 40010
Lansing, MI 48901
(517) 483-1040

The College offers courses in foreign languages.

Michigan State University
International Studies and Programs
209 Center for International Programs
East Lansing, MI 48824
(517) 355-2350

MSU has numerous departments and centers that can provide information and assistance for exporters. These include the **African Studies Center** (tel:517/353-1700), the **Asian Studies Center** (517/353-1680), the **Canadian-American Studies Committee** (517/353-9349), the **Latin American Studies Center** (517/353-1690), the **Middle East Studies Committee** (517/353-9098), the **Russian and East European Studies Committee** (517/355-3277) and the **Western European Studies Program** (517/353-6754). It also offers a wide variety of foreign language courses.

In addition, MSU also offers special summer courses in international business management.

Ludington

West Shore Community College
3000 N. Stiles Road
Box 277
Scottsville, MI 49454
(616) 845-6211

West Shore Community College offers workshops in business management.

Marquette

Northern Michigan University
School of Business
Marquette, MI 49855
(906) 227-2101

The School of Business provides consulting services for businesses.

Monroe

Monroe County Community College
1555 S. Raisinville Road
Monroe, MI 48161
(313) 242-7300

The College offers courses and programs in business management including international trade, as well as language courses.

Muskegon

Muskegon Community College
221 S. Quarterline Road
Muskegon, MI 49445
(616) 227-0216

Muskegon Community College offers seminars and courses in business management, including international trade.

Traverse City

Northwestern Michigan College
1701 E. Front Street
Traverse City, MI 49684
(616) 922-1101

The College can provide custom-tailored workshops and seminars for businesses, including on international trade.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Alpena Area Chamber of Commerce
P.O. Box 65
Alpena, MI 49707
(517) 354-4181

Greater Detroit Chamber of Commerce
600 West Lafayette Blvd.
Detroit, MI 48226
(313) 964-4000

International trade activities of the Greater Detroit Chamber include trade missions, assistance in bringing together area business representatives with foreign business people, networking opportunities and assistance from members to inexperienced exporters, efforts to improve the international competitiveness of local companies, close cooperation with the Michigan Department of Commerce and promotion of its international trade activities, and advocacy before Congress for free trade. The Chamber also publishes Passport to International Detroit: A Guide to International Commerce in Southeast Michigan.

Flint Area Chamber of Commerce
708 Root Street
Flint, MI 48503
(313) 232-7101

French American Chamber of Commerce
800 W. Long Lake, Suite 140
Bloomfield Hills, MI 48013
(313) 540-1425

Grand Rapids Area Chamber of Commerce
17 Fountain Street NW
Grand Rapids, MI 49503
(616) 459-7221

Greenville Area Chamber of Commerce
327 Lafayette Street
Greenville, MI 48838
(616) 754-5697

Michigan State Chamber of Commerce
Business and Trade Center
200 N. Washington Square, Suite 400
Lansing, MI 48933
(517) 371-2100

Macomb County Chamber of Commerce
10 North Avenue
P.O. Box 855
Mount Clemens, MI 48043
(313) 63-1528

Mount Pleasant Chamber of Commerce
300 East Broadway
Mount Pleasant, MI 48858
(517) 772-2396

Royal Oak-Madison Heights Chamber of Commerce
103 W. Fifth Avenue
Royal Oak, MI 48067
(313) 547-4000

Southern Wayne County Chamber of Commerce
20600 Eureka Road, Suite 622
Taylor, MI 48180
(313) 284-6000

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

Detroit

Customs Brokers Association - Northern U.S. Border
c/o John V. Carr & Son, Inc.
P.O. Box 479-A
Detroit, MI 48232
(313) 965-1540

The Association can provide referrals for firms seeking the services of a custom house broker.

Detroit Air Cargo Association
P.O. Box 42352
Detroit, MI 48242
(313) 946-7870

The Association can provide information on air cargo shipping.

Detroit Customhouse Brokers and Foreign Freight Forwarders Association
2436 Bagley Avenue
Detroit, MI 48216
(313) 964-1144

The Association can provide information on international transportation and referrals for firms seeking the services of a customhouse broker or international freight forwarder.

Detroit Shippers Association
6500 Desmond Street
Detroit, MI 48209
(313) 841-5600

Michigan District Export Council
c/o U.S. Department of Commerce
McNamara Building, Room 1140
477 Michigan Avenue
Detroit, MI 48226
(313) 226-3650

The Michigan District Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

Propeller Club of the United States
Port of Detroit
2436 Bagley Street
Detroit, MI 48216
(313) 964-1144

World Trade Club of Detroit
150 Michigan Avenue
Detroit, MI 48226
(313) 964-4000

The Club works closely with the Greater Detroit Chamber of Commerce.

Grand Rapids

West Michigan World Trade Club
7575 East Fulton
Ada, MI 49335
(616) 676-6129

Flint

Lapeer Development Corporation
350 N. Court Street, Suite 202
Lapeer, MI 48446
(313) 667-0080

Jackson

West Michigan World Trade Club
c/o Michigan National bank
306 W. Michigan Avenue
Jackson, MI 49201
(517) 787-6200

Monroe

Monroe County Industrial Development Corporation
2929 E. Front Street
P.O. Box 926
Monroe, MI 48161
(313) 241-8081

Port Huron

Port Huron/St. Clair County Industrial Development Corporation
511 Fort Street, Suite 530
Port Huron, MI 48060
(313) 982-9511

FOREIGN CONSULATES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Michigan (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Michigan.

Canada (CG)
1920 First Federal Building
1001 Woodward Avenue
Detroit, MI 48226
(313) 965-2811

Colombia (C)
Horizon Heritage Plaza Bldg., #316B
24901 Northwestern Highway
Detroit, MI 48075
(313) 569-1847

Costa Rica (C)
1002 Balfour Road
Grosse Pointe Park, MI 48230
(313) 824-8721

Dominican Republic (C)
2171 Babcock Drive
Troy, MI 48084
(313) 643-7022

France (CG)
100 Renaissance Center, Suite 2975
Detroit, MI 48243
(313) 568-0990

French Trade Commission
100 Renaissance Center, Suite 1670
Detroit, MI 48243
(313) 567-0510

Germany, Federal Republic of (CG)
Edison Plaza, Suite 2100
660 Plaza Drive
Detroit, MI 48226
(313) 962-6526

Honduras (C)
3620 Shady Lane
Detroit, MI 48216

Italy (C)
719 Griswold Street, #2305
One Kennedy Square
Detroit, MI 48226
(313) 963-8560

Lebanon (CG)
2211 E. Jefferson Street, Suite 645
Detroit, MI 48207
(313) 567-0233

Liberia (HCG)
14650 West Eight Mile Road,
Suite 105
Oak Park, MI 48237
(313) 968-6500

Mexico (C)
1515 Book Building
Washington Blvd. at Grand River
Detroit, MI 48226
(313) 965-1868

Panama (HCG)
21700 Northwestern Highway, Suite 960
Southfield, MI 48075
(313) 557-3900

Swedish Trade Office
300 Park Street, Suite 265
Birmingham, MI 48009
(313) 644-3599

Thailand (HCG)
280 Moross Road
Grosse Pointe Farms, MI 48236
(313) 884-7075

Yemen Arab Republic (CG)
One Parkland Blvd., Suite 1028 West
Dearborn, MI 48126
(313) 271-0840

FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2329 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Detroit

Comerica Bank
211 W. Fort Street
P.O. Box 59
Detroit, MI 48231
(313) 222-9000
Telex: 43-200034

First of America Bank - Detroit, N.A.
645 Griswold Street
Detroit, MI 48226
(313) 965-1900
Telex: ITT 43-20025

First Independent National Bank of Detroit
234 State Street
Detroit, MI 48226
(313) 256-8200

Liberty State Bank & Trust
801 W. Big Beaver Road
P.O. Box 5823
Troy, MI 48099
(313) 362-5000

Lloyds Bank International, Ltd.
100 Renaissance Center
Detroit, MI 48243
(313) 259-1160

Manufacturers National Bank of Detroit
100 Renaissance Center
P.O. Box 659
Detroit, MI 48231
(313) 222-4584
Telex: 23-5796 MNB INTL A

Michigan National Bank of Detroit
1505 Woodward Avenue
Detroit, MI 48226
(313) 222-1900
Telex: 23-5503 MICHNBANK DET

National Bank of Detroit
611 Woodward Avenue
Detroit, MI 48232
(313) 225-1000
Telex: ITT 43-20060

Grand Rapids

First of America Bank - Michigan, N.A.
99 Monroe Center, NW
Grand Rapids, MI 49503
(616) 776-7300

Old Kent Bank & Trust Co.
One Vandenberg Center
Grand Rapids, MI 49503
(616) 774-1026
Telex: 22-6373

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Ann Arbor

Amtrex Corp.
7101 Jackson Road
Ann Arbor, MI 48103
(313) 668-7005

Aircraft parts, aircraft engine parts, gaskets & sealing devices, bearings, semiconductors.

Yomar, Inc.
2929 Plymouth Road
Ann Arbor, MI 48107
(313) 995-4001
Telex: 23-5522 YOMAR ARB

Office & library furniture & architectural components.

Battle Creek

S.K.S. International
97 Redner Avenue
Battle Creek, MI 49017
(616) 964-1555

Detroit

Alexander Associates
28230 Orchard Lake Road, Suite 222
Farmington Hills, MI 48018
(313) 855-0757

Appliance Steel Warehouse, Inc.
31119 Sleepy Hollow Lane
Birmingham, MI 48010
(313) 350-1160

Arastate International, Ltd.
13530 Michigan Avenue
Dearborn, MI 48126
(313) 582-3166

Berge International Group
P.O. Box 385
Bloomfield Hills, MI 48013
(313) 642-3774

Metal working machinery, equipment & machine tools, automotive parts & accessories, construction equipment, conveyors & conveying equipment, measuring & controlling instruments, concrete, plaster.

Bloomfield International
1197 Rolling Acres
Bloomfield Hills, MI 48013
(313) 851-2411

Chausson Trading Co.
20501 Ford Road, Suite 202
Dearborn, MI 48128
(313) 336-7211

Comerica Export Trading Group
P.O. Box 64858
Detroit, MI 48264
(313) 222-5192

Degnore & Associates, Inc.
4119 Old Dominion Drive
West Bloomfield, MI 48033
(313) 682-7315

Surgical equipment & supplies, X-ray apparatus.

Drucker Associates, Inc.
P.O. Box 36219
Grosse Pointe Woods, MI 48236
(313) 882-8228

Automotive maintenance equipment, automotive parts & accessories, truck & trailer parts, conveyors & conveying equipment.

Energy International
755 W. Big Beaver Road, Suite 2016
Troy, MI 48084
(313) 362-4266

Refrigeration & heating equipment, computers & peripherals.

Expo USA Inc.
65 Vernier Road
Grosse Pointe Shores, MI 48236
(313) 882-3040

Export Management Co.
P.O. Box 972
Bloomfield Hills, MI 48013
(313) 642-1160

Federal-Mogul World Trade, Inc.
26555 Northwestern Highway
Southfield, MI 48034
Telex: 23-5489

Automotive parts.
Area: Worldwide

John Ford & Associates, Inc.
20630 Harper Street
Harper Woods, MI 48213
(313) 882-6252
Telex: 02-35505

Agricultural equipment & supplies, marine equipment & supplies.

H. George International Corp.
5705 W. Fort Street
Detroit, MI 48209
(313) 842-6100

Gerenic International Corp.
51 Harper Street
Detroit, MI 48202
(313) 872-7074

Golconda International Development Corp.
P.O. Box 02488
Detroit, MI 48202
(313) 972-7841
Telex: 69-1600 TCI LSA GID

Automotive supplies, nuts & bolts, rivets & fasteners, agricultural products, seafood.

Graficentro International, Inc.
185 Linden Road
P.O. Box 369
Birmingham, MI 48012
(313) 647-2202

Great Lakes Export Co.
623 Lycaste Street
Detroit, MI 48214
(313) 822-6162

Hickman, Williams & Co.
100 Renaissance Center, Suite 1976
Detroit, MI 48243
(313) 556-3458

Industrial Development & Procurement
4000 Town Center, Suite 480
Southfield, MI 48075
(313) 358-5383

Automobiles & accessories, computers & accounting machines, industrial machinery & equipment, metal forgings & stampings.

Intellith International, Inc.
17212 Flint
Melvindale, MI 48122
(313) 381-4945

International Developers, Inc. 1444 W. Fort Street Detroit, MI 48216 (313) 965-5328	Medical & surgical supplies.
International Industrial Equipment & Accessories Co. 2630 Erskine Street Detroit, MI 48207 (313) 568-3340	
International Michigan Co. 25710 Power Road P.O. Box 451 Farmington, MI 48024 (313) 474-3413	
International Trade Exchange Corp. 15640 East Warren Avenue Detroit, MI 48224 (313) 885-5890	Medical & surgical equipment, instruments & supplies, pharmaceuticals, farm machinery & equipment, construction equipment.
Intraco Corp. 1410 Allen Drive Troy, MI 48083-4001 (313) 585-6900	
C. Itoh & Co. (America) Inc. 30500 Northwestern Highway, Suite 400 Farmington Hills, MI 48018	General trading company.
K & S International 29350 Southfield Road, Suite 122 Southfield, MI 48076 (313) 569-6472	Electric lamps, clocks, unfinished wood furniture.
K-Mart Trading Services, Inc. 3100 W. Big Beaver Road Troy, MI 48084 (313) 643-1733	Automotive parts & accessories, man-man textile products, non-rubber footwear.
John F. Kolar Associates P.O. Box 92 Birmingham, MI 48012 (313) 362-0700	
Kramer & Sons, Ltd. 123 Crown Street Detroit, MI 48209 (313) 841-2400	

Landex Trading Co.
P.O. Box 36798
Grosse Pointe Farms, MI 48236
(313) 881-9367

All types of products.

Manufacturers Export Service, Inc.
400 W. Jefferson Avenue
Detroit, MI 48209
(313) 554-4044
Telex: 23-5580

Industrial machinery & equipment.

Manufacturers Export & Supply, Inc.
1305 S. Main Street
Royal Oak, MI 48067
(313) 368-9606

Marubeni America Corp.
2000 Town Center, Suite 2222
Southfield, MI 48075
(313) 353-7060

General trading company; all types of products.

Maxwell International
755 W. Big Beaver Road, Suite 110
Troy, MI 48084
(313) 362-1486

Automotive parts, chemical fire extinguishing equipment.

Michigan Expediting Service
1403 E. State Fair
Detroit, MI 48203
(313) 893-9463

The Michigan Trade Exchange
13103 Capital
Oak Park, MI 48237
(313) 544-1350

Michigan Trading Co.
143 Potter Drive
Belleville, MI 48111
(313) 697-4822

Midwest International
19407 Nadol Drive
Southfield, MI 48075
(313) 356-8081

Mitsui & Co. (U.S.A.) Inc.
26533 Evergreen Road, Suite 520
Southfield, MI 48076
(313) 357-3300

General trading company, all types of products.

Motors Trading Corp.
GM Building 4-270
Detroit, MI 48202
(313) 556-3458

NCI del Caribe, Inc.
20910 Lochmoor Road
Harper Woods, MI 48225
(313) 881-7199

Nissan Trading Co., USA
3000 Town Center, Suite 2939
Southfield, MI 48075

Nissho-Iwai America Corp.
27700 Northwestern Highway, Suite 217
Southfield, MI 48034

General trading company.

O.G.A. International, Inc.
28726 Stephenson Highway
Madison Heights, MI 48071-2302
(313) 399-4440

Pacific Liaison Co.
P.O. Box 532
Bloomfield Hills, MI 48013
(313) 852-6154

Proficient Endeavors
17161 Denver Street, Co-op 5
Detroit, MI 48224
(313) 882-7897

R. Robb International Associates, Inc.
8232 Goldie
Southfield, MI 48034
(313) 363-6888
Telex: 23-1238

Automotive power hand tools, automotive parts & accessories.

Romex Co.
29350 Southfield Road
Southfield, MI 48076
(313) 557-9222

Industrial & construction plastics, ball & roller bearings, drives & gears.

Seven International, Inc.
39500 Woodridge Circle
Farmington Hills, MI 48018
(313) 477-8774

Medical instruments, pharmaceuticals.

Sumitomo Corp. of America
26500 Northwestern Highway, Suite 406
Southfield, MI 48076

General trading company.

Tawansy International Trade Corp.
2586 Fox Chase Road
Troy, MI 48098
(313) 641-9300

Tradecorp., Inc.
13103 Capital
Oak Park, MI 48237
(313) 544-1350
Telex: 70-3946

Transnational Trading Corp.
15325 Mack Avenue
Grosse Pointe Park, MI 48236
(313) 884-4510

Chemicals, industrial machinery, fertilizers, pharmaceuticals, paper, food products.

Trepco Ltd.
22340 West Seven Mile Road
Detroit, MI 48219
(313) 534-1129

ULOZI Enterprises
139 Cadillac Square, Suite 400
Detroit, MI 48226
(313) 962-4343
Telex: 72-4389 TELESPAN SKO ATT ULOZI

Capital improvement goods.

Ubukata Industries Co. Ltd.
4944 Cimarron
Bloomfield Hills, MI 48013

U.S. Export Sales Corp.
1363 Anderson Road
Clawson, MI 48017
(313) 435-2550

Automotive parts & accessories, automotive maintenance equipment, truck bodies, hand tools.

U.S. Trade Corporation
17117 W. Nine Mile Road, Suite 1504
Southfield, MI 48075
(313) 559-8446
Telex: 21-2349

Areas: Canada, Europe, Egypt, Israel, Pakistan, Japan & Pacific Rim, Mexico, South America

Vidya International, Inc.
383 Lenox Avenue
P.O. Box 15334
Detroit, MI 48215
(313) 331-3980

Werner International Sales Corp.
29100 Northline
Romulus, MI 48174
(313) 941-3700

Xetech International Trading Corp.
P.O. Box 9141
Detroit, MI 48209
(313) 961-2700

Zieman International Export
P.O. Box 37214
Oak Park, MI 48237
(313) 342-5484

Medical & health care equipment & supplies.

Grand Rapids

Americo Trading Co.
954 Gladstone Drive SE
East Grand Rapids, MI 49506
(616) 241-4914

Automotive Export Services
4723 South Division
Wyoming, MI 49508
(616) 531-0940

Harmony International Corp.
6536 28th Street SE
Grand Rapids, MI 49506
(616) 949-6342

Intertrade Specialists
3516 Tripoli Court SE
Grand Rapids, MI 49506
(616) 940-0897

Marketlink
240 Two Fountain Place
Grand Rapids, MI
(616) 458-7287

United Products Distributors, Inc.
3346 Brook Hollow N.E.
Rockford, MI 49341
(616) 784-1813
Telex: 22-6391 RKFD INC

Footwear.

Wagenaar International, Inc.
118 Lyon Street NW
Grand Rapids, MI 49503
(616) 774-0661

Kalamazoo

D & K Enterprises
2924 S. Westnedge Avenue
Kalamazoo, MI 49008
(616) 342-2305

Lansing

American Business Overseas, Inc.
6241 Edenhall Way
East Lansing, MI 48823
(517) 337-2700

Agricultural machinery, seeds.

Dudley and Mandley Export Import Co.
335 Morgan Lane
Lansing, MI 48912
(517) 337-9443
TWX: 810-251-0879

Commodities.

I.C.C.S. Inc.
4646 Okemos Road
Okemos, MI 48864
(517) 349-5090

Kallman, Ltd.
205 W. Saginaw Street
Lansing, MI 48933
(517) 484-0699

Monexim, Ltd.
601 Abbott Road
Lansing, MI
(517) 351-3666

Midland

Gamls Corp.
P.O. Box 80
Sanford, MI 48657
(517) 832-2001

Abrasive products, ceramic electrical products, chemical catalytic preparations.

Monroe

USBITDS, Inc.
7508 Seneca Trail
Temperance, MI 48182
(313) 847-0923

Muskegon

Westran Corp.
1204 W. Western Avenue
Muskegon, MI 49443
(616) 722-7251

Automotive parts & accessories, truck & bus bodies, truck trailers, pumps & pumping equipment, valves & pipe fittings, measuring & controlling air & gas compressors.

Port Huron

International Export/Import Co., Ltd.
1010 Poplar
P.O. Box 1157
Port Huron, MI 48061-1157
(313) 987-1616
Telex: 23-0254 WUPUBTLX DET

Industrial products, telephone answering machines & call diverters, sportswear, fur & leather apparel.

Sault Ste. Marie

Noram International Corp.
403 Hudson Drive
Sault Ste. Marie, MI 49783
(906) 635-1678

Groceries & related products, sporting goods, apparel, optical lenses, paints, cable wire.

South Haven

Kalamazoo International, Inc.
70 Van Buren Street
P.O. Box 271
South Haven, MI
(616) 637-2178
Telex: 72-9452 JENJEN SHAV

Farm machinery & equipment, paint-making equipment, label-dispensing equipment, metal security seals & cargo protection devices, foundry temperature sensing equipment, automotive rubber goods.

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Ann Arbor

Touche Ross & Co.
620 City Center Building
220 E. Huron Street
Ann Arbor, MI 48104
(313) 769-6200

International accounting, taxation, financing & business management.

Battle Creek

Price Waterhouse
67 W. Michigan Mall
Battle Creek, MI
(616) 965-1351

International accounting.

Detroit

Arthur Andersen & Co.
400 Renaissance Center
Detroit, MI 48243
(313) 259-9100
Telex: 23-0706
Branch Office:
200 E. Long Lake Road
Bloomfield Hills, MI 48013
(313) 258-3440

International accounting, taxation & international business management.

Bloomfield International, Inc.
1197 Rolling Acres
Bloomfield Hills, MI 48013
(313) 851-2411
Telex: 23-5650 TAS CITY ROYL

China America Business Consultants, Inc.
2665 Boldt Street
Dearborn, MI 48124
(313) 565-4888

Coopers & Lybrand
400 Renaissance Center
Detroit, MI 48243
(313) 446-7100
TWX: 810-221-1690 COLYBRAND DET
International accounting.

Cultural Dynamics, Inc.
2900 Armstrong
Lake Orion, MI 48035
(313) 391-0135
Cross-cultural communications training, research services.
Area: East Asia

DWY International, Inc.
3702 Cadillac Tower
Detroit, MI 48226
(313) 963-2545
TWX: 510-100-4939

Deloitte Haskins & Sells
100 Renaissance Center, Suite 3100
Detroit, MI 48243
(313) 446-0100
International accounting.

Detroit Maritime Shipping Agency, Inc.
26075 S. Woodward Avenue
Huntington Woods, MI 48070
(313) 543-3736
Telex: 70-3680
International transportation consultants.

Equipment Research, Inc.
4076 Middlebury Drive
Troy, MI 48098
(313) 689-0844
Telex: 29-7757 LEVO UR
Industrial machinery & equipment.

Ernst & Whinney
200 Renaissance Center, Suite 2300
Detroit, MI 48243
(313) 259-9600
Telex: 23-5653
International accounting.

Export Management, Inc.
1324 Haynes
Birmingham, MI 48008
(313) 646-4633

John Ford & Associates, Inc.
20630 Harper Street
Harper Woods, MI 48213
(313) 882-6252
Telex: 02-35505

Agricultural equipment & supplies, marine equipment & supplies.

GMG International Consultants Co.
P.O. Box 5068
West Bloomfield, MI 48033
(313) 851-6213

Glowe & Associates Inc.
P.O. Box 249
Fraser, MI 48026
(313) 294-6160

Grant Thornton International
26913 Northwestern Highway, Suite 400
Southfield, MI 48034
(313) 262-1950

International accounting.

Innovative Language Programs, Inc.
P.O. Box 303
Rochester, MI 48063
(313) 375-0434

Language programs & business consulting.

International Logistics Group Ltd.
22900 Interstate Drive
Mt. Clemens, MI 48043
(313) 791-8540
Telex: 02-35316 ILG MENS

Automotive & truck spare parts, military truck & tank spare parts.

George Johnson & Co.
243 W. Congress Street, Suite 650
Detroit, MI 48226
(313) 965-2655

International accounting.

KMG Main Hurdman
333 E. Fort Street, Suite 1850
Detroit, MI 48226
(313) 964-2750

International accounting.

Thomas W. Koos Associates
1 Parklane Blvd.
Dearborn, MI 48126
(313) 593-3810

Laventhol & Horwath, CPA
26400 Lahser Road, Suite 300
Southfield, MI 48034
(313) 354-6000

International accounting.

Manufacturers Export Service, Inc. 4000 W. Jefferson Street Detroit, MI 48209 (313) 554-4044 Telex: 23-5580	Industrial machinery & equipment.
Marketing Services Bureau, Inc. 30555 Southfield Road Southfield, MI 48076 (313) 642-6003	Non-rubber footwear, men's accessories, women's outerwear, advertising material.
Marketwise International 20460 Churchill Trenton, MI 48183 (313) 671-0065	Travel-related products, general merchandise.
Peat Marwick Mitchell & Co. 200 Renaissance Center, Suite 3400 Detroit, MI 48243 (313) 249-2590 TWX: 810-221-5014 PMMDET	International accounting, taxation & business management.
Plante & Moran 27400 Northwestern Highway P.O. Box 307 Southfield, MI 48037 (313) 352-2500	International accounting.
Political & Credit Risk Management, Inc. 540 S. Glenhurst Birmingham, MI 48009 (313) 540-2615	Political risk & business credit consulting.
Price Waterhouse 200 Renaissance Center, Suite 3900 Detroit, MI 48243 (313) 259-0500 Telex: 23-5267	International accounting & taxation.
Francis Przyluski Management Consulting 326 Ridge Road Grosse Pointe Farms, MI 48236 (313) 884-7158	
Rieglo & Associates 18760 Walmer Lane Birmingham, MI 48009 (313) 642-6795	

Schmaltz & Co. 950 American Center 27777 Franklin Road Southfield, MI 48034 (313) 358-0920	International accounting.
Seidman & Seidman 755 W. Big Beaver Road, Suite 1700 Troy, MI 48084 (313) 362-2100 TWX: 810-232-4115	International accounting.
Tawansy International Trade Corp. 2586 Fox Chase Road Troy, MI 48098 (313) 641-9300 Telex: 23-5586 TITCOITRMI	Industrial motors & generators, compressors, welding equipment, workshop equipment.
Touche Ross & Co. 200 Renaissance Center, 16th Floor Detroit, MI 48243 (313) 446-1500 Telex: 23-0462 TOUCHEROSS DET	International accounting, taxation, financing & business management.
Trade Services International 2205 Cadillac Tower Detroit, MI 48226 (313) 962-4343	
William H. Trenn & Associates 182 Tartan Drive Rochester, MI 48063 (313) 652-3481	
World-Wide Transportation Services, Inc. P.O. Box 344 Romulus, MI 48174 (313) 941-4400 Telex: RCA 21-1862	Industrial machinery & equipment, parts & supplies, transportation.
Arthur Young & Co. 100 Renaissance Center Detroit, MI 48243 (313) 259-4200 Telex: 23-0341	International accounting.

Grand Rapids

Arthur Andersen & co.
300 Frey Building
300 Ottawa Avenue NW
Grand Rapids, MI 49503
(616) 451-2071

International accounting.

Concept I.T.C.
P.O. Box 88053
Grand Rapids, MI 49508
(616) 530-0146

International marketing of automotive products, electronic & consumer goods.

Coopers & Lybrand
Waters Building, Suite 509
161 Ottawa Avenue NW
Grand Rapids, MI 49503
(616) 458-7700

International accounting.

Deloitte Haskins & Sells
55 Campau Avenue NW, Suite 510
Grand Rapids, MI 49503
(616) 458-3689

International accounting.

Ernst & Whinney
171 Monroe Avenue NW
Grand Rapids, MI 49503
(616) 774-0710

International accounting.

Latin American Trade Specialists
126 Manchester SW
Wyoming, MI 49508
(616) 243-0544
Telex: 49-92423 PAE

All types of products.

Seidman & Seidman
99 Monroe Avenue NW, Suite 800
Grand Rapids, MI 49503
(616) 774-7000

International accounting.

Touche Ross & Co.
800 Frey Building
Union Bank Plaza
Grand Rapids, MI 49503
(616) 459-9421

International accounting, taxation, financing & business management.

Jackson

Ernst & Whinney
1 Jackson Square
Jackson, MI 49201
(517) 787-9000

International accounting.

Kalamazoo

Ernst & Whinney
1100 Old Kent Bank Bldg.
Kalamazoo, MI
(616) 349-6671

International accounting.

Seidman & Seidman
700 Comerica Building
151 S. Rose Street
Kalamazoo, MI 49007
(616) 382-0170
(616) 964-8630 (Battle Creek)

International accounting.

Lansing

E.D.M. Company
708 W. Lenawee Street
Lansing, MI 48915
(517) 482-3544

Ernst & Whinney
101 S. Washington Square, Suite 101
Lansing, MI 48933
(517) 372-4430

International accounting.

International Consulting and
Contracting Services, Inc.
1120 May Street
Lansing, MI 48909
(517) 374-6800

Area: Middle East

Touche Ross & Co.
One Michigan Avenue, Suite 800
Lansing, MI 48933
(517) 487-2251

International accounting, taxation, financing & business management.

Muskegon

D.A.F. Inc.
Frauenthal Center, Suite 406
Muskegon, MI 49440
(616) 722-6213
Telex: 22-8462 DAF INC MSK

Maintenance equipment & supplies, suspended platforms, personnel lifts.

Seidman & Seidman
801 W. Norton Avenue
Muskegon, MI 49441
(616) 739-9441
Branch Office:
207 Old Kent Bldg.
Grand Haven, MI 49417
(616) 846-2050
(616) 728-8166

International accounting.

Saginaw

Deloitte Haskins & Sells
4800 Fashion Square Blvd.
Saginaw, MI 48604
(517) 793-0107

International accounting, taxation & business management.

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Ann Arbor

Dykema, Gossett, Spencer, Goodnow & Trigg
300 Federal Center Building
Ann Arbor, MI 48104
(313) 663-3366

Krass, Young & Schivley
2001 Commonwealth, Suite 301
Ann Arbor, MI 48105
(313) 662-0270

Detroit

Edward M. Bunn, P.C.
2600 Cadillac Tower
Detroit, MI 48226
(313) 961-1244

Cullen, Sloman, Cantor, Graver, Scott & Rutherford
3200 Penobscot Building
645 Griswold Street
Detroit, MI 48226
(313) 964-0400

William H. Dance Law Offices
3865 Penobscot Building
Detroit, MI 48226
(313) 963-3412

Davies, Rudzki, Bremer & Gregory
3221 W. Big Beaver Road, Suite 109
Troy, MI 48084
(313) 649-5300

Dickinson, Wright, Moon, Van Dusen & Freeman
800 First National Bldg.
660 Woodward Street
Detroit, MI 48226
(313) 223-3500

Dykema, Gossett, Spencer, Goodnow & Trigg
400 Renaissance Center, Suite 3300
Detroit, MI 48243
(313) 568-6800
Telex: 23-0121 DYKE DETROIT
TWX: 810-251-0800 MCLELLAN LSG
Cable: DYKE-DETROIT
Fax: 313-568-6594
Branch Office:
505 N. Woodward Avenue
Bloomfield Hills, MI 48013
(313) 540-0700

Dykhouse & Wise
Buhl Building, 11th Floor
Detroit, MI 48226
(313) 962-0643

James L. Elsman
635 Elm Street
Birmingham, MI 48011
(313) 645-0750

Fitzgerald, Young, Peters, Dakmak & Bruno
2580 Penobscot Building
Detroit, MI 48226
(313) 964-0800

Foster, Meadows & Ballard
3266 Penobscot Building
645 Griswold Street
Detroit, MI 48226
(313) 961-3234

Victor G. Hanson, P.C.
19268 Grand River
Detroit, MI 48223
(313) 532-1220

Helm, Schumann & Miller
1846 Penobscot Building
Detroit, MI 48226
(313) 962-8710

Hill, Lewis, Adams, Goodrich & Tait
100 Renaissance Center, Suite 3200
Detroit, MI 48243
(313) 259-3232

Leonard C. Jaques
1370 Penobscot Building
645 Griswold Street
Detroit, MI 48226
(313) 961-1080

Kaufman, Payton & Kallas
4000 American Center
Southfield, MI 48034
(313) 353-7550
Telex: 23-0108

Fred Keidan
3001 W. Big Beaver Road
Troy, MI 48084
(313) 649-2910

Krass, Young & Schivley
2855 Coolidge Highway, Suite 210
Troy, MI 48084
(313) 649-3323
Telex: 46-967 KYSLAWIRMICI

Roger H. Leemis
600 Renaissance Center, Suite 1400
Detroit, MI 48243
(313) 259-5997

Philip G. Meyer
1020 Parklane Towers West
Dearborn, MI 48126
(313) 336-8460

Miller, Canfield, Paddock & Stone
2500 Comerica Building
Detroit, MI 48226
(313) 963-6420
TWX: 810-221-5007
Fax: 313-496-7500

Steven D. Myers, Esquire
82 Illinois Street
Pontiac, MI 48053
(313) 338-2608

D. Michael O'Brien
401 S. Woodward Avenue, Suite 430
Birmingham, MI 48001
(313) 258-6262

Raymond & Dillon, P.C.
400 Renaissance Center, Suite 2370
Detroit, MI 48243
(313) 259-7700

Reynolds, Beeby, Magnuson & Thayer
100 Renaissance Center, Suite 2300
Detroit, MI 48243
(313) 259-1110

Rhodes, Laramie & Williams
2850 Cadillac Tower
Detroit, MI 48226
(313) 964-3300

Steven B. Roby Law Offices
34405 W. Twelve Mile Road, Suite 140
Farmington Hills, MI 48018
(313) 553-5618

Rock Debolski Dumasius & Edwards
210 Marquette Building
Detroit, MI 48226
(313) 962-4200

Nansi Rowe & Associates
600 Gateway Center Building
1101 Washington Blvd.
Detroit, MI 48226
(313) 964-3880

Arthur J. Rubiner
30400 Telegraph Road, Suite 479
Birmingham, MI 48010
(313) 540-1044

Sanford Rosenthal
3000 Town Center, Suite 1313
Southfield, MI 48075
(313) 354-3033

Scholl & Stieg
100 Renaissance Center, Suite 1880
Detroit, MI 48243
(313) 259-3070

Smith & Dillard, P.C.
3700 Cadillac Square
Detroit, MI 48226
(313) 963-3135
Telex: 88-7170 DILLARD UD

David K. Wenger & Associates, P.C.
3700 Cadillac Tower
Detroit, MI 48226
(313) 963-3135

Grand Rapids

Dykema, Gossett, Spencer, Goodnow & Trigg
248 Louis Campau Promenade NW
Grand Rapids, MI 49503
(616) 776-0000

Kaufman, Payton & Kallas
420 Trust Building
Grand Rapids, MI 49503
(616) 459-4200

Miller, Canfield, Paddock & Stone
1200 Campau Square Plaza
99 Monroe Avenue NW
Grand Rapids, MI 49503
(616) 454-8656

Jackson

Dykema, Gossett, Spencer, Goodnow & Trigg
One Jackson Square
Jackson, MI 49201
(517) 787-2550

Lansing

Dickinson, Wright, Moon, Van Dusen & Freeman
215 S. Washington Square, Suite 200
Lansing, MI 48933
(517) 371-1730

Dykema, Gossett, Spencer, Goodnow & Trigg
800 Michigan National Tower
Lansing, MI 48933
(517) 374-9100

Miller, Canfield, Paddock & Stone
One Michigan Avenue, Suite 900
Lansing, MI 48933
(517) 487-2070

Monroe

Miller, Canfield, Paddock & Stone
214 E. Elm, Suite 100
Monroe, MI 48161
(313) 243-2000

Traverse City

Miller, Canfield, Paddock & Stone
Grandview Plaza, Suite 100
10850 Traverse Highway
Traverse City, MI 49684
(616) 946-1000

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Ann Arbor

Jetway Enterprises, Inc.
816 Willow Run Airport
Ypsilanti, MI 48198
(313) 482-660C

Battle Creek

Burlington Air Express
2720 W. Territorial Road
Battle Creek, MI 49017
(616) 962-1495
(616) 385-1755 (Kalamazoo)

Cortez Customhouse Brokerage
4950 W. Dickman Road
Battle Creek, MI 49015
(616) 966-4549

Detroit

Adcom Express
30441 Ecorse
Romulus, MI 48174
(313) 595-0100

Air Express International (*)
29225 Airport Drive
Romulus, MI 48174
(313) 946-8854

The Air Freight Center
29060 Airport Drive
Romulus, MI 48174
(313) 946-5905

Air Freight Services, Inc.
11206 Corner Street
Detroit City Airport
Detroit, MI 48215
(313) 372-3444

Air & Sea Cargo Systems (*)
6170 Middlebelt Road
Romulus, MI 48174
(313) 728-4000
Telex: 29-7739

Airborne Freight Corp.
28055 Wick Road
Romulus, MI 48174
(313) 946-8510

All Around Freight, Inc.
16525 Eastland Street
Roseville, MI 48066
(313) 773-3331

All Ways Freight Forwarding
21146 Trolley Industrial Drive
Taylor, MI 48180
(313) 292-8740

Altransco (*)
10501 Allen Road, Suite 206
Allen Park, MI 48101
(313) 388-0300

Amerford International Corp.
27130 Trolley Industrial Drive
Taylor, MI 48180
(313) 295-2100

Ameri-Can Custom House Brokers (*)
966 Penobscot Building
Detroit, MI 48226
(313) 965-4555

Argents Air Express, Ltd.
123 South Main Street
Royal Oak, MI 48067
(313) 541-3740

Associated Air Freight
28825 Highland
Romulus, MI 48174
(313) 946-9600

Bard Air Freight
11206 Conner Street
Detroit City Airport
Detroit, MI 48215
(313) 921-0100

Border Services Co.
1026 21st Street
Detroit, MI 48216
(313) 496-1234

Buffalo Customhouse Brokerage Co. (*)
1227 21st Street
Detroit, MI 48216
(313) 962-3370

Burlington Northern Air Freight
7010 Middlebelt Road
Romulus, MI 48174
(313) 595-6100
Telex: 23-4044

Burlington Northern Customs Brokerage, Inc.
9338 Harrison Road
Romulus, MI 48174
(313) 946-8060

Burlington Northern Ocean Forwarding Co.
21220 Trolley Industrial Drive
Taylor, MI 48180
(313) 292-5800

A.F. Burstrom & Son, Inc. (*)
1250 Rankin Street, Suite D
Troy, MI 48083
(313) 588-8244
Telex: WU 23-5313
Fax: 313-588-8247

C.A.T. USA Inc. (*)
27106 Trolley Industrial Drive
Taylor, MI 48180
(313) 291-7010

CF Export-Import (*)
13530 Michigan Avenue, Suite 246
Dearborn, MI 48126
(313) 581-4460

John V. Carr & Son, Inc. (*)
1600 W. Lafayette Blvd.
P.O. Box 279-A
Detroit, MI 48232
(313) 965-1540
Telex: 23-0705
Cable: PUTSYCAR
Airport Office:
9330 Harrison
Romulus, MI 48174
(313) 946-8800

Central Air Freight, Inc.
14701 Harrison Road
P.O. Box 42374
Detroit, MI 48242
(313) 946-6400

Circle Air Freight Corp.
6930 Metroplex Drive
Romulus, MI 48174
(313) 729-4300
TWX: 810-242-3963

Consolidated Freightways,
Export-Import Services, Inc. (*)
13530 Michigan Avenue
Dearborn, MI 48126
(313) 581-4460

Corrigan Air & Sea Cargo Systems
6170 Middlebelt Road
Romulus, MI 48174
(313) 728-4000

F.X. Coughlin Co. (*)
27050 Wick Road
Taylor, MI 48180
(313) 946-9510
(313) 946-5850
Telex: 23-0737

DHL Worldwide Express
1632 John A. Papalas Drive
Lincoln Park, MI 48146
(313) 388-6810

A.N. Deringer, Inc. (*)
2436 Bagley Avenue
Detroit, MI 48226
(313) 964-1144

Distribution International, Inc.
1779 Walnut Ridge Court
P.O. Box 789
Plymouth, MI 48170
(313) 871-6720

Dorf International, Inc. (*)
First National Bldg., Suite 1241
Detroit, MI 48226
(313) 961-6524
Telex: 23-0195

Duty Drawback Service Co. (*)
42000 Nine Mile Road
Novi, MI 48050
(313) 348-7520

C.S. Emery & Co., Inc.
1600 W. Lafayette Blvd.
Detroit, MI 48226
(313) 965-1540

Emery Customs Brokers &
Ocean Freight (*)
28399 Goddard Road
Romulus, MI 48174
(313) 941-6210
TWX: 810-231-5594

Emery Worldwide
33801 Goddard Road
Romulus, MI 48174
(313) 942-3100

Export-Import Service Co., Inc.
28265 Beverly Road
Romulus, MI 48174
(313) 292-3440
Telex: 21-1888 EIS-UR
Mailing Address:
P.O. Box 42345
Detroit, MI 48242

Federal Express
Detroit Metropolitan Airport
Romulus, MI 48174
(313) 961-8771

Fednav U.S.A. Inc.
174 S. Clark Street
Detroit, MI 48209
(313) 842-1061

W.R. Filbin & Co., Inc. (*)
2436 Bagley Avenue
Detroit, MI 48216
(313) 964-1144
Telex: 23-5247
TWX: 810-221-5246
Branch Office:
35200 Eureka Road
Romulus, MI 48174
(313) 964-1144

Freight Consolidation Service, Inc.
115 12th Street
Detroit, MI 48216
(313) 496-0975

Fritz Airfreight
28824 Highland Drive
Romulus, MI 48174
(313) 946-6352

Hankyu Express International CO.
9346 Harrison
Romulus, MI 48174

Harper Robinson & Co. (*)
6930 Metroplex
P.O. Box 42063 AMF
Romulus, MI 48174
(313) 729-5840
TWX: 810-242-3963

I.C. Harris & Co. (*)
1237-45 First National Bldg.
Detroit, MI 48226
(313) 961-4130
Telex: 23-0195

Insta-Ship
1630 Clay Street
Detroit, MI 48211
(313) 873-8810

Intertrans Corp. (*)
29050 Airport Drive
Romulus, MI 48174
(313) 946-5210
Telex: 49-96296
Fax: 313-946-4017

Japan Freight Consolidators, Inc.
9346 Harrison
Romulus, MI 48174
(313) 946-9261

Jetstream Inc.
11201 Conner Street
Detroit, MI 48213
(313) 921-3500

K-Line Air Service (USA), Inc.
28445 Highland Road
Romulus, MI 48174
(313) 946-5046

Kennelly & Sisman Co.
563 Lycaste Avenue
Detroit, MI 48214
(313) 822-3116
TWX: 810-221-1210

Kintetsu World Express (U.S.A.), Inc.
27050 Wick Road
Taylor, MI 48180
(313) 946-9525

LEP International, Inc. (*)
28981 Highland Road
Romulus, MI 48174
(313) 946-5803

Lassen International Forwarders
2436 Bagley Street
P.O. Box 32122
Detroit, MI 48232
(313) 963-0770

Leonard Brothers International, Ltd.
7060 W. Fort Street
Detroit, MI 48209
(313) 843-1000
Telex: 23-5325

Hermann Ludwig, Inc. (*)
9329 Middlebelt Road
Romulus, MI 48174
(313) 946-7825

Manufacturers Export Service, Inc.
4000 W. Jefferson Street
Detroit, MI 48209
(313) 554-4044
Telex: 23-5580

E.C. McAfee Co. (*)
3446 Penobscot Building
Detroit, MI 48226
(313) 963-7225
TWX: 810-221-9661 MCAFEE-DET
Branch Offices:
Ambassador Bridge Bldg.,
Room 35
1227 21st Street
Detroit, MI 48216
(313) 496-1965
Detroit Windsor Tunnel
1331 E. Atwater Street
Detroit, MI 48207
(313) 259-5448
Airport Office:
(313) 295-9220

McGregor Air & Sea Services, Ltd.
28479 Highland Road
Romulus, MI 48174
(313) 946-8120

Michigan Freight Consolidation Co.
12990 West Eight Mile Road
Oak Park, MI 48237
(313) 542-6406

Morris & Associates Co.
International (*)
3111 Van Alstyne Blvd.
P.O. Box 64
Wyandotte, MI 48192
(313) 281-4480

F.W. Myers & Co., Inc. (*)
660 Plaza Drive
Detroit, MI 48226
(313) 963-1800
Branch Office:
1233 21st Street
Detroit, MI 48216
(313) 496-0444

V.G. Nahrgang Co. (*)
155 W. Congress Street
Detroit, MI 48226
(313) 962-4681
Telex: 23-5216
Cable: VERNAH DET
Branch Office:
1227 21st Street
Detroit, MI 48216
(313) 496-0222

William R. Neal, Inc. (*)
645 Griswold Street
Detroit, MI 48226
(313) 961-7121

Nippon Express USA, Inc. (*)
28449 Highland Road
Romulus, MI 48174
(313) 946-8130
Telex: 23-5363

Pandair Freight, Inc.
9328 Harrison
Romulus, MI 48174
(313) 946-7870
Telex: 23-0390

Peace Bridge Brokerage (U.S.A.),
Inc. (*)
645 Griswold Street
Detroit, MI 48226
(313) 961-1265
Branch Office:
1227 21st Street
Detroit, MI 48216
(313) 961-1315

Pilot Air Freight
28908 Highland Drive
Romulus, MI 48174
(313) 946-5070

Roberts Carriers Corp.
5000 Wyoming Street
Dearborn, MI 48126
(313) 581-7530

Schenkers International Forwarders,
Inc. (*)
9321 Middlebelt Road
Romulus, MI 48174
(313) 946-9653

Stair Cargo Services Inc. (*)
9401 Harrison
Romulus, MI 48174
(313) 946-8020
TWX: 810-231-6795

TNT Skypak, Inc.
6670 Metroplex Drive
Romulus, MI 48174
(313) 946-9080

Timely Air Freight, Inc.
28745 Wick Road
Romulus, MI 48174
(313) 946-8310
(800) 482-2863
Telex: 23-4055

C.J. Tower & Sons, Inc. (*)
645 Griswold Street
Detroit, MI 48226
(313) 961-1124
Telex: 23-0728

Trans-Border Customs Services, Inc. (*)
1546 Penobscot Building
Detroit, MI 48226
(313) 962-3200
Telex: 23-6359

Trans-Overseas Corp. (*)
28000 Goddard Road
Romulus, MI 48174
(313) 946-8750
Telex: 23-1213
Fax: 313-946-8197
Mailing Address:
P.O. Box 42494
Detroit, MI 48174

United American Freight, Inc.
9324 Harrison Road
P.O. Box 436-R
Romulus, MI 48174
(313) 946-8600
Telex: 23-0434

Universal Transportation Systems, Ltd.
2490 E. Bristol Road
Burton, MI 48259
(313) 742-1940

S.J. Watt (*)
20528 Woodland Street
Harper Woods, MI 48225
(313) 881-7840

D.J. Whelan & Co. (*)
1026 21st Street
Detroit, MI 48216
(313) 496-1234

W.F. Whelan Co. (*)
28601 Hildebrant
Romulus, MI 48174
(313) 946-5110
TWX: 810-231-5592
Airport Office:
International Terminal, Room 241
Detroit Metropolitan Airport
Detroit, MI 48242
(313) 946-5112

Willson Freight Services, Inc.
2056 Buhl Building
535 Griswold Street
Detroit, MI 48226
(313) 961-3314
Branch Office:
1227 21st Street
Detroit, MI 48216
(313) 965-8497

Yamato Transport USA Inc.
9401 Harrison
Romulus, MI 48174
(313) 946-7877

Daniel F. Young, Inc.
3221 W. Big Beaver Road
Troy, MI 48084
(313) 643-6200

Yusen Air & Sea Service (USA), Inc.
28463 Highland Drive
Romulus, MI 48174
(313) 946-9611

Grand Rapids

Burlington Northern Air Freight
3850 44th Street SE
Grand Rapids, MI 49508
(616) 698-7200

CF Airfreight, Inc.
4180 44th Street SE
Grand Rapids, MI 49508
(616) 698-7600

A.N. Deringer, Inc. (*)
5351 44th Street SE
Grand Rapids, MI 49508
(616) 940-0115

W.R. Filbin Co., Inc.
6504 28th Street SE
Grand Rapids, MI 49506
(616) 940-0115

R.J. McCracken & Son, Inc. (*)
5500 44th Street SE
Grand Rapids, MI 49508
(616) 942-1860

Universal Transportation Systems, Ltd. (*)
5345 John J. Oostema Blvd. SE
Grand Rapids, MI 49508
(616) 940-3333

Jackson

Rapid Air Transport, inc.
3519 Wayland Drive
Jackson, MI 49202
(517) 787-5166

Skyway Aviation
3606 Wildwood Avenue
Jackson, MI 49202
(517) 787-2460

Kalamazoo

Jet Transit
5239 Portage Road
Kalamazoo, MI 49002
(616) 344-0920

Lansing

Allied Service Center
Frandor Shopping Center
Lansing, MI 48912

Land-Air Delivery
535 Piper
Haslett, MI 48840
(517) 339-2313

Leonard Brothers International
3414 Aurelius Road
Lansing, MI 48910
(517) 882-4471

Port Huron

W.R. Filbin & Co., Inc. (*)
P.O. Box 252
Port Huron, MI 48060
(313) 985-5184

E.C. McAfee Co. (*)
1410 Elmwood
Port Huron, MI 48060
(313) 987-7070

F.W. Myers & Co., Inc. (*)
1918 Pinegrove Avenue
Port Huron, MI 48060
(313) 985-8138

C.J. Tower & Sons (*)
1410 Elmwood
Port Huron, MI 48060
(313) 987-2310

Saginaw

Airborne Freight Corp.
7936 Webster Road
Freeland, MI 48623
(517) 695-5301

Sault Ste. Marie

A.N. Deringer, Inc. (*)
1705 Young Street
Sault Ste. Marie, MI 49783
(906) 635-5004

F.W. Myers & Co., Inc. (*)
409 Ashmun Street
Sault Ste. Marie, MI 49783
(906) 632-6608

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Ann Arbor

University Moving & Storage Co., Inc.
5000 Carpenter Road
Ypsilanti, MI 48197
(313) 434-1100

Detroit

ATCO Industries, Inc.
1236 Rankin Street
Troy, MI 48083
(313) 589-1888

Air Freight Forwarding Co., Inc.
2240 Middlebelt
Garden City, MI 48135
(313) 261-2770

Air & Sea Cargo Systems
6170 Middlebelt
Romulus, MI 48174
(313) 728-7000

Beaver Packaging & Crating
9350 Harrison
Romulus, MI 48174
(313) 946-7960

Bekins Moving & Storage Co.
835 Stephenson Highway
Troy, MI 48084
(313) 588-5200

Brandt Street Warehouse
8747 Brandt Street
Dearborn, MI 48126
(313) 581-6400

Corrigan Air & Sea Cargo System
6170 Middlebelt Road
Romulus, MI 48174
(313) 728-4000

Eagle Packaging Corp.
12680 Burt Road
Detroit, MI 48223
(313) 535-6760

Frisbie Moving & Storage Co.
15225 Schaefer Highway
Detroit, MI 48227
(313) 837-0808

Great Lakes Export Co.
11841 Kercheval Street
Detroit, MI 48214
(313) 822-6162

Industrial Woodfab & Packaging Co.
6650 Chase Road
Dearborn, MI 48126
(313) 582-9191

Intertrans Corp.
29050 Airport Drive
Romulus, MI 48174
(313) 946-5210

Kennelly & Sisman Co., Inc.
563 Lycaste Avenue
Detroit, MI 48214
(313) 822-3116
TWX: 810-221-1210

L.C.L. International Packaging
630 Glover Street
Detroit, MI 48214
(313) 822-9750

Leonard Brothers Moving & Storage Co.
7060 W. Fort Street
Detroit, MI 48209
(313) 843-1000
Telex: 25-5325
Branch Office:
1782 E. Maple Road
Troy, MI 48084
(313) 588-6504

Manufacturers Export Service, Inc.
4000 W. Jefferson Street
Detroit, MI 48209-3292
(313) 554-4045
Telex: 23-5580

Mollewood, Inc.
24101 Hoover
Warren, MI 48089
(313) 758-3420

Nitro Express, Inc.
Detroit Willow Run Airport
P.O. Box 323
Wayne, MI 48184
(313) 483-2811

Pak-Rite Industries
4270 High Street
Ecorse, MI 48229
(313) 388-6400

Palmer Moving & Storage Co.
4141 Schaefer Road
Dearborn, MI 48126
(313) 582-8100
Telex: 02-30577

Raymond Industries
5802 Kensington Avenue
Detroit, MI 48224
(313) 885-2955

Riverside Storage & Cartage Co.
547 Cass Avenue
Detroit, MI 48226
(313) 961-0606

Stair Cargo Service, Inc.
9401 Harrison
Romulus, MI 48174
(313) 946-8020

Trans-Overseas Corp.
28000 Goddard Road
Romulus, MI 48174
(313) 946-8750

Tut's International Export & Import Co.
1115 Holland Street
Birmingham, MI 48008
(313) 642-5626
Telex: 23-0455

Wolverine Mailing, Packaging, Warehouse, Inc.
1601 Clay Street
Detroit, MI 48211
(313) 873-6800

Wolverine Moving & Storage, Inc.
38160 Amrhein Road
Livonia, MI 48150
(313) 464-2550

Worldwide Packaging Services, Inc.
11350 Kaltz
Warren, MI 48091
(313) 536-7278

Grand Rapids

Michigan Industrial Packaging, Inc.
3755 36th Street SE
Grand Rapids, MI 49508
(616) 949-1900

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Detroit

Alexander & Alexander of Michigan, Inc.
600 Fisher Building
Detroit, MI 48202
(313) 872-3300
TWX: 810-221-9698

All Around Agency, Inc.
10097 Gratiot Avenue
Detroit, MI 48213
(313) 571-3535

American International Group
23800 Northwestern Highway, Suite 117
P.O. Box CS 5058
Southfield, MI 48075
(313) 559-4700
Telex: 23-1181

CIGNA International Corp.
200 Renaissance Center, Suite 2100
Detroit, MI 48243
(313) 446-9100
Telex: 16-4103

Chubb & Son, Inc.
333 W. Fort Street
Detroit, MI 48226
(313) 962-3889

Frank B. Hall & Co. of Michigan
200 Renaissance Center, Suite 3200
Detroit, MI 48243
(313) 259-0200

Fred S. James & Co. of Michigan
3001 W. Big Beaver Road, Suite 700
Troy, MI 48084
(313) 649-2100
Telex: 23-5654

Johnson & Higgins (Michigan)
600 Renaissance Center, Suite 2100
Detroit, MI 48243
(313) 962-0034
Telex: 23-5766

Lambert Associates
918 Durham Court
Troy, MI 48084
(313) 362-1068

Lang-Heenan & Co.
333 W. Fort Street
Detroit, MI 48226
(313) 962-1400

Marsh & McLennan, Inc.
One Woodward Avenue, Suite 1200
Detroit, MI 48226
(313) 965-5400
Telex: 23-0709

Frank P. McBride, Jr., Inc.
24535 Jefferson
St. Clair Shores, MI 48080
(313) 445-2300

Ralph C. Wilson Agency
400 Renaissance Center, Suite 2250
Detroit, MI 48243
(313) 259-9100

Grand Rapids

Marsh & McLennan, Inc.
150 Riverfront Plaza
Grand Rapids, MI 49503-2692
(616) 459-4400

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Ann Arbor

Japan-America Management Services
320 Riverview Drive
Ann Arbor, MI 48104
(313) 668-8740

Japan Business Consultants, Ltd.
222 Virginia Avenue
Ann Arbor, MI 48103
(313) 995-0847

Michigan Information Transfer Source
400 Harlan Hatcher Graduate Library
University of Michigan
Ann Arbor, MI 48104
(313) 763-5060
TWX: 810-223-6016

Battle Creek

Institute for Instructional Services, Inc.
103 Michigan National Bank Bldg.
1 Michigan Avenue West
Battle Creek, MI 49017
(616) 964-4292

Detroit

AAA Translation Services
22255 Greenfield Road, Suite 116
Southfield, MI 48075
(313) 569-5699
TWX: 810-224-4544

Arabesque Translation Services
801 W. Eleven Mile Road
Royal Oak, MI 48067
(313) 544-2190

Arabic-Chaldean Translation Service
20139 N. Larkmoor Drive
Southfield, MI 48076
(313) 357-0625

Baghad Translation
133 West 7 Mile Road
Detroit, MI 48203
(313) 892-4620

Berlitz Translation Services
3031 W. Grand Blvd.
Detroit, MI 48202
(313) 874-2777
Other Office:
30700 Telegraph Rd., Suite 1660
Bingham Farms, MI 48010
(313) 642-9335

Detroit Translation Bureau
24133 Northwestern Highway
Southfield, MI 48075
(313) 352-0507

Executive School of Languages
18161 West 12 Mile Road
Lathrup Village, MI 48076
(313) 552-8822

Fairfield Industrial Translations
6627 Yale, #711
Westland, MI 48185
(313) 326-5179

Foreign Language Studios
17360 West 12 Mile Road
Southfield, MI 48076
(313) 557-1919

Framtech Corp.
5400 E. Nevada Street
Detroit, MI 48234
(313) 366-6050

Gamboa School of Languages
29828 Telegraph Road
Southfield, MI 48034
(313) 354-0560

General Motors — Language Translation & Publications
GM Tech Center
7000 Chicago Road
Warren, MI 48090
(313) 492-3898

German Professional Translation
13293 Mark Twain Street
Detroit, MI 48227
(313) 837-4329

A.A. Gonzalez
3362 Bagley Street
Detroit, MI 48216
(313) 554-0001

H.R. International Enterprises, Inc.
15670 West 10 Mile Road, Suite 106
Southfield, MI 48076
(313) 552-1167

International Translating Bureau, Inc.
20505 West 12 Mile Road, Suite 103
Southfield, MI 48076
(313) 353-0366

J & M International Corp.
1200 Rochester Road
Troy, MI 48083
(313) 588-8108

George D. Snyder
24691 Ridgedale
Oak Park, MI 48237
(313) 546-4855

Speak Easy Languages
757 S. Main Street
Plymouth, MI 48170
(313) 459-5556

Worldwide Interpreters, Inc.
920 Shoreham Road
Grosse Pointe Woods, MI 48236
(313) 886-3361

Flint

Technical Translation Service
4347 N. Gale Road
Davison, MI 48423
(313) 653-5229

Grand Rapids

Professional Advancement Enterprises
126 Manchester Road SW
Grand Rapids, MI 49508
(616) 243-0544
Fax: 616-243-1655

Trans-Inter French Translation Service
965 Adams Street SE
Grand Rapids, MI 49507
(616) 245-3952

Translations Unlimited
1455 Forest Hills Avenue SE
Grand Rapids, MI 49506
(313) 942-5742

Holland

Argentine Agency
675 East 16th Street
Holland, MI 49423
(616) 396-2681

Kalamazoo

Omnicon International
107 E. Michigan Avenue
Kalamazoo, MI 49007
(616) 343-5611

Lansing

J.M. Baumgartner
6412 Marscot Drive
Lansing, MI 48910
(517) 394-6048

Bureau of Translation
2407 Teel Avenue
Lansing, MI 48910
(517) 372-5020

Paris Study Center
541 E. Grand River Avenue
Lansing, MI 48906
(517) 351-8396

Renaissance Publications
1132 N. Washington Avenue
Lansing, MI 48906
(517) 485-4389

Saginaw/Midland

Trans-Type International
1318 Sylvan
Midland, MI 48640
(517) 631-2424

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

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